

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 USIA-15 /033 W
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R 290845Z SEP 75

FM USINT BAGHDAD

TO USDOC WASHDC

AMEMBASSY KUWAIT

AMEMBASSY TEHRAN

INFO SECSTATE WASHDC 2411

USDA WASHDC

AMEMBASSY BEIRUT

UNCLAS BAGHDAD 1020

BEIRUT FOR RTDO AND AGATT

E.O. 11652: N/A

TAGS: BEXP, IZ, IR

SUBJECT: USINT SUPPORT OF PRODUCT EXHIBITIONS IN IRAN

REF: BAGHDAD 780

1. DURING AUGUST VISIT TO TEHRAN, USINT COMMERCIAL OFFICER SPOKE INFORMALLY WITH TRADE CENTER DIRECTOR AND COMMERCIAL ATTACHE ABOUT WAYS IN WHICH ATTENTION OF AMERICAN FIRMS RESIDENT IN TEHRAN COULD BE SYSTEMATICALLY DIRECTED TO TRADE OPPORTUNITIES IN IRAQ AND WAYS IN WHICH IRAQI BUYERS COULD BE INTERESTED IN PRODUCT EXHIBITIONS AT TEHRAN TRADE CENTER. DURING SEPTEMBER 24-25 BAGHDAD VISIT BY AMEMBASSY KUWAIT E-C OFFICER, USINT DISCOVERED THAT AMERICAN BUSINESS COMMUNITY IN TEHRAN APPEARS INCREASINGLY RELEVANT TO ECONOMIC NEEDS OF KUWAIT AS WELL AS TO IRAQ. USINT BELIEVES THAT IT WOULD BE USEFUL FOR OUR MISSIONS IN IRAN, IRAQ AND KUWAIT TO WORK MORE CLOSELY TO HELP FOCUS THINKING OF BOTH RESIDENT U.S. BUSINESS COMMUNITY AS WELL AS EXHIBITORS AT TEHRAN TRADE CENTER ON OPPORTUNITIES IN IRAQ AND KUWAIT.

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2. SO FAR USINT HAS DEVELOPED CONSIDERABLE PRIVATE

SECTOR IRAQI INTEREST IN ATTENDING TEHRAN TRADE CENTER EXHIBITIONS. PROBLEM IS, HOWEVER, THAT IRAQI GOVERNMENT WILL NOT VALIDATE IRAQI BUSINESSMEN'S PASSPORTS FOR TRAVEL TO IRAN UNTIL IRAN AND IRAQ WORK OUT DETAILS OF BILATERAL TRAVEL CONTROLS. WE CONSIDERED SENDING USINT CONSULAR-ADMIN OFFICER TO LAST TRADE CENTER SHOW (AS DISCUSSED INFORMALLY WITH DIRECTOR) TO TALK ABOUT IRAQ WITH U.S. EXHIBITORS AND, POSSIBLY, RESIDENT AMERICAN BUSINESSMEN. BUT HEAVY WORKLOAD AND TWO MONTH INTERVAL BETWEEN PRINCIPAL OFFICERS MADE THIS UNWORKABLE. IN FUTURE, HOWEVER, BELIEVE USINT COULD SCHEDULE TRAVEL OF ONE OF OUR THREE OFFICERS, POSSIBLY ON ROTATING BASIS, TO TEHRAN FOR EACH OF THE EXHIBITIONS AND KUWAIT MIGHT WISH CONSIDER DOING SAME.

3. IF TEHRAN FINDS OUR PROPOSALS ACCEPTABLE, FOR STARTERS WE WOULD APPRECIATE RECEIVING ONE COPY OF LATEST IRAN-AMERICAN CHAMBER OF COMMERCE ROSTER OF US FIRMS. WILL PAY WHATEVER IT COSTS. KILLOUGH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 29 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BAGHDA01020
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750340-0994
From: BAGHDAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975097/aaaaafnt.tel
Line Count: 80
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 BAGHDAD 780
Review Action: RELEASED, APPROVED
Review Authority: MartinML
Review Comment: n/a
Review Content Flags:
Review Date: 16 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <16 JUN 2003 by MaustMC>; APPROVED <11 FEB 2004 by MartinML>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: USINT SUPPORT OF PRODUCT EXHIBITIONS IN IRAN
TAGS: BEXP, IZ, IR
To: COM TEHRAN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006